

Message Text

UNCLASSIFIED

PAGE 01 PORT M 00576 200511Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----094596 210228Z /75
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FM AMEMBASSY PORT MORESBY
TO USDOC WASHDC
INFO SECSTATE WASHDC 3208

UNCLAS PORT MORESBY 0576

FOR COMMERCE/MEPD

E.O. 11652: N/A
TAGS: BTIO, BENC, PP
SUBJECT: MAJOR PROJECT - SALE OF FIRE-FIGHTING EQUIPMENT

REF: PORT MORESBY 1730

1. GPNG DECIDED TO USE CONSULTANTS BORROWED FROM AUSTRALIAN FIRE COMPANIES (MELBOURNE). US CONSULTING FIRMS RESPONDED QUICKLY AND EFFECTIVELY TO REFTEL. MACGOWAN AND KAMARA WERE VERY IMPRESSED WITH RESPONSE BUT UNFORTUNATELY MINISTER WENT DIRECTLY TO AUSTRALIANS WITHOUT CONSULTING THEM. THE THREE FIRE-FIGHTING EXPERTS HAVE NOW ARRIVED IN PNG AND HAVE VARYING TOURS OF 3-12 MONTHS. THEY WILL MAKE RECOMMENDATIONS ON TRAINING AND EQUIPMENT NEEDED.

2. IT IS STILL CLEAR THAT CONSIDERABLE FIRE-FIGHTING EQUIPMENT WILL BE NEEDED AND THAT US FIRMS HAVE AN EXCELLENT CHANCE TO BID. CONVERSATIONS WITH IAN CHAMPION, SENIOR TECHNICAL OFFICER, DEPARTMENT OF WORKS AND SUPPLY INDICATED THAT AT LEAST 20 FIRE TRUCKS WILL BE NEEDED. O,&'S THINKING AS TO TYPE EQUIPMENT NEEDED IS STILL OPEN. CHAMPION GAVE E/C OFFICER HIS M,88\$3- M
W3. CHAMPIOV WOULD LIKE TO QEE A SKID UNIT TVAT COULD BE DROPPED ON A JAPANESE TRUCK CHASSIS SUCH AS A TOYOTA OR
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FUSO. IT SHOULD CONSIST OF A SELF-CONTAINED 200-300 GAL. TANK AND A HIGH VRESSURE PISTON PUMP AND ENGINE. ENGINE SHOULD XEIA FIESEL BUT NEED NOT BE SUPPLIED WITH UNIT AS LOCALLY AVAILABLE ENGINE MAY BE PREFERRED. CHAMPIMN IS THINKING OF JAPANESE CHASSIS BECAUSE OF EASE OF SERVICEABILITY. ALTERNATIVE WOULD BE AUSTRALIAN CHASSIS FORD OR HOLDEN. CHAMPION DESIRES HIGH PRESSURE, LOW VOLUME PUMPING SYSTEM

BECAUSE OF SHORTAGE OF WATER SUPPLY. MOST PNG TOWNS DO NOT HAVE FIRE HYDRANTS AND EVEN PORT MORESBY HAS ONLY 3 INCH MAINS.

4. EVEN IF MOST OF THE UNITS WILL HAVE SKID UNITS, THE FIRE DEPARTMENT WILL NEED SEVERAL COMPLETE TRUCKS CAPABLE OF FIGHTING HIGH-RISE FIRES. AGAIN, CHAMPION THINKS HIGH PRESSURE, LOW VOLUME PUMPING SYSTEM IS PREFERRED.

5. SHOULD BE STRESSED THAT AT THIS THIME THIS IS CHAMPION'S THINKING ONLY. HE IS LIKELY TO BE INFLUENTIAL BUT NOT DECISIVE IN THE DECISION PROCESS. POST IS NOT YET AWARE OF AUSTRALIA'S TECHNICAL EXPERTS' OPINIONS BUT WILL INFORM COMMERCE WHEN THEY BECOME AVAILABLE.

6. POST STILL BELIEVES AMERICAN COMPANIES CAN SUPPLY THIS EQUIPMENT. CHAMPION IS VERY IMPRESSED WITH US EQUIPMENT AND RECENT VISIT BY AN FMC REPRESENTATIVE INDICATED THAT WE COULD SUPPLY THE ABOVE-MENTIONED EQUIPMENT. EMBASSY BELIEVES IT IS VERY IMPORTANT THAT US SUPPLIERS OBTAIN LOCAL AGENTS.

7. APPRECIATE COMMERCE PASSING INFO TO THE FOLLOWING FIRMS THAT HAVE BEEN IN TOUCH WITH EMBASSY:
MR. JAMES R. QUITER, ROLF JENSEN AND ASSOCIATES, INC.,
7617 LITTLE RIVER TURNPIKE, ANNANDALE, VIRGINIA 22003;
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MR. GEORGE DEMPSEY, PRESIDENT, INTERNATIONAL ADVISORS, INC., 7742 W. OLIVE AVENUE, PHOENIX, ARIZONA 85345;
MR. QUENTIN D. ANDERSON, SR., GENERAL MARKETING - SALES MANAGER, AMERICAN FIRE PUMP COMPANY, P.O. BOX 219, BATTLE CREEK, MICHIGAN 49016; MR. C.A. MACRAE, DIRECTOR INTERNATIONAL DEVELOPMENT, FMC CORPORATION, FIRE APPARATUS OPERATION, 516 DEARBORN STREET, TIPTON, INDIANA 46072; MR. AL MORGANELLI, MORGANELLI AND ASSOCIATES, 3407 FOREST DRIVE, SUITE D, COLUMBIA, S.C. 29204.

8. FIRMS SHOULD FEEL FREE TO CONTACT IAN CHAMPION FOR MORE INFO AT THE NATIONAL WORKS AUTHORITY,
P.O. BOX 1108, BOROKO, PAPUA NEW GUINEA.
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